

## INFORMATION REPORT

CD NO.

DATE DISTR. 23 APR 51

NO. OF PAGES 9

PLACE 25X1A

ACQUIRED

NO. OF ENCLS.  
(LISTED BELOW)DATE OF 25X1A  
INFO.SUPPLEMENT TO  
REPORT NO.

25X1X

## INTERNATIONAL TRADE

## Not for Sale

Organ of the Preparatory Committee of  
the Shanghai International Trade Unions11 November 1950  
6th IssueSubject: Appeal for Winter Clothing for the 13,000,000 people in the seriously  
devastated areas of North Anhwei, North Kiangsu, Honan, Hopei, etc.The following are names of responsible persons and firms who are members of the  
trade unions in charge of money subscriptions for the Winter Clothing Donation:

Person	Firm	Subscription (JMP)
HSI Wen-kuang (席文光)	Ho I (和祥)	10,000,000
LI Sheng-t'ien (陸生田)	Hung Sheng (宏生)	9,800,000
KAO Shih-heng (高事恒)	Ta Mao (大茂)	9,500,000
SHEN Tsu-yü (沈祖斌)	Shen Yuan Lai (沈元來)	143,250,000
LI Nai-ch'ang (李乃昌)	Wu Ch'ang (午昌)	8,850,000
YUAN Pin-hua (阮賓華)	Kuo Li Hang (國利行)	3,300,000
LI Chi-kuang (李繼光)	T'ung Fu Hang (同孚行)	10,650,000
MA Chung-ta (馬仲達)	Ting Feng (盈豐)	19,700,000
YÜ Shou-sung (俞綬蓀)	Ch'ien Feng (乾豐)	2,150,000
YIN Hsu-hsin (葉序馨)	P'ei Feng (培豐)	850,000

## CLASSIFICATION

## CONFIDENTIAL

STATE	<input checked="" type="checkbox"/>	NAVY	<input checked="" type="checkbox"/>	NSRB		DISTRIBUTION	CINCPAC #	COMNAVFOR #	COM7THFLT #
ARMY	<input checked="" type="checkbox"/>	AIR	<input checked="" type="checkbox"/>	FBI		COMNAVFOR #	CINCPACFLT #	FEAF #	

This document is hereby regraded to  
CONFIDENTIAL in accordance with the  
letter of 16 October 1978 from the  
Director of Central Intelligence to the  
Archivist of the United States.

Next Review

Approved For Release 2001/03/05 : CIA-RDP82-00457R007300600002-7

Document No. 002

No Change in Class.

☒ Declassified

Class. Changed To: TS S G

Date: 01 AUG 1978

By: 011

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CHAO Pang-heng (趙邦懷)	Chung Kung (中工)	2,100,000
HSU Tu-kung (徐子公)	Hsieh Ho (謝和)	8,250,000
LO Po-chao (羅伯超)	Te Feng (德豐)	30,250,000
CHANG Yü-yen (張玉延)	Fu Hua (福華)	3,000,000
CHOW Ch'i-jung (周其榮)	Ching Hua (京華)	2,900,000
CHANG Hua-lien (張華聯)	Szechuan Animal Husbandry	10,000,000
TUNG Yin-ch'u (董音仇)	Chien Yüan (建源)	6,250,000
CH'EN Ch'ing-cheng (陳清聲)	Hua Ming (華明)	550,000
LI Yüeh-k'ang (李悅康)	Hsin Hua (新華)	850,000
YUAN P'i-lieh (袁丕烈)	Hsin T'ung (新通)	28,900,000
WANG Chien-hsün (王健訓)	Hua Mao (華貿)	2,050,000
FU Ch'i-lin (傅其霖)	K'un Ho (坤和)	3,450,000
TS'AI Ch'eng-fu (蔡誠孚)	Hua Fu (華孚)	4,900,000
CH'EN Yüan-shan (陳元善)	Ch'ien Yüan Chi (陳元記)	24,500,000
YANG Kung-tu (楊公度)	Kuang I (廣益)	1,825,000
HUA Hung-t'ao (華洪濤)	Chien Hsin (建新)	700,000
CH'EN Li-ch'üan (陳麗泉)	K'o Ta (可大)	1,900,000
SUNG Sen (宋森)	Hua Hou (華懋)	1,950,000
CHANG Erh-ming (張二銘)	Wei Ta (維大)	12,350,000
CHANG Chün-fan (張鈞範)	Ta Lai (大來)	52,650,000
WANG Huai-ch'ing (王槐青)	Heng Ho (恒和)	41,200,000
WU Ch'un-sen (吳春森)	I Sheng (義生)	2,700,000
CHAO Shu-yü (趙叔玉)	An Tung (安東)	900,000
YANG Fu-ch'ing (楊福慶)	Heng Hsing (恒興)	450,000
K'O Chü-ch'u (柯菊初)	Kuang Hua (光華)	1,400,000
CH'EN Ch'i-ch'ang (陳其昌)	Hua Te (華德)	125,000
CH'EN Shou-ching (陳守經)	Ta An (大安)	6,150,000
T'ANG Shao-shih (唐兆卿)	Yu Lien (友聯)	100,000
LU Ch'ien-t'i (陸乾惕)	Kuo Huo Lien (國貨聯)	1,000,000

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### Activities of Various Specialty Teams

#### The Cotton and Jute Team

Head: CHEN Ch'ing-cheng (陳清淨)

Deputies: TUNG Yin-ch'u (董寅初) and CHENG Chien-ju (鄭劍如)

Administration: TUNG Yin-ch'u and CHENG Chien-ju (鄭劍如)

Organization: SHEN Fan-sung (沈範蓀) and YANG Yü-ch'ing (楊毓青)

Research: KU I-ts'ang (顧頤澹) and CHAO Pang-heng (趙邦彥)

Planning: CHAO Pang-heng and KU I-ts'ang

The general reduction in cotton production this year throughout the world, the export ban on American cotton since 8 September, and the soaring prices of Brazilian cotton have almost wiped out the cotton market. This situation has rendered the cotton import business very difficult. This team assists import concerns systematically in importing foreign cotton, taking into consideration the foreign cotton market, domestic production of cotton, and consumption by cotton mills in China.

Gunny-bag consumption centers around North China. In East China, locally manufactured gunny-bags can almost meet the demands of local consumption.

#### The Liquid Fuel Team

Head: K'IO Chü-ch'u (柯菊初)

Secretary: KU Pin-li (龔斌理)

Administration: K'IO Chü-ch'u (柯菊初)

Organization: TS'AI Ch'eng-fu (蔡誠孚)

Research: FANG Chi-ch'eng (方濟誠)

Planning: SU Chien-hsün (蘇建勳)

This team specializes in importing petroleum. Business was quite good in the past but is dull now. After many meetings among concerns belonging to this team, separate measures are being taken to purchase petroleum through international ports where a supply exists.

#### The Silk and Grape Team

Head: CHU Tsu-hsien (朱祖賢)

Deputies: KU Wen-chia (顧文嘉) and SHEN Fu-an (沈阜安)

Secretary: CHEN Tao-lin (陳耀林)

Administration: LI Yün-chang (李雲章), HSU Sheng-ch'ang (徐勝昌)

WANG Kung-tu (王公度), WANG Chung-wei (汪仲偉)

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## CENTRAL INTELLIGENCE AGENCY

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Research: SUNG Pao-lin (宋保林)

Liaison: CHOU YUAN-hsiang (周元祥) and KAO Lung-mau (高龍茂)

This team was under the Textile Industrial Articles Team until member corporations increased to such an extent that it was forced to divide. The new team was inaugurated on 27 October.

## The Pharmaceutical Team

Head: CHOU Hai-ju (周海矩)

Deputies: WU Hsi-an (吳錫安), HU Chin-shui (胡錦水), LO Te-ming (羅德明)

Administration: YANG Ping-ken (楊炳根), HUANG Hsing-t'ao (黃興濤), TU Hsueh-jen (涂學仁), FENG Lung-k'uei (馮龍奎)

Research: LI Ch'eng-chi (李承基), WENG Wei-nien (翁偉年)

HO Chao-ch'eng (何兆澄), T'U Hou-pin (屠候斌)

Liaison: LO Chi-fang (羅季芳), KU Shen-hsiang (顧沈香), LI Tzu-wen (李子文)

1. Medicinal herbs are gathered in Shanghai for export.
2. Concerns dealing with pharmaceuticals, exclusively or in part, must join this team and place themselves under the guidance of the state.
3. Pharmaceuticals must bear standard names and classifications since these are factors favorable for export.

## The Lace Team

Head: YUAN Pin-hua (阮賓華)

Deputies: CHANG Kuo-hsien (張國賢) and KU Wen-sheng (顧文生)

Administration: PAO Hui-chung (包惠中)

Research: YU Chi-sheng (于濟生)

Liaison: TS'AI Ying-t'ung (蔡蔭桐)

Secretary: SU Chien-hsin (蘇建勳)

This team has held discussions of the two following problems:

1. The Foreign Trade Bureau received a letter from the Lace and Embroidery Union requesting limited production of woolen embroidery. Consequently, the Foreign Trade Bureau has assigned the job to this team, which will hold meetings among various concerns to solve the issue. Their unanimous opinion is that wool embroideries have been copied from patterns which came from abroad. Such patterns are all right. The wool used for embroideries has been mostly produced in China. The wool produced by the An Le (安樂) and Shanghai factories can be compared with British 3-B wool. Such Chinese quality wool shall be produced on a larger scale to meet the demand. If

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foreign purchasers of our wool embroideries, however, prescribe the use of 3-3 wool for the embroidery they have ordered, we will have to secure a sufficient quota of it from the 3-3 concern. We must also expand our activities in the markets of the USSR and the new democratic countries.

2. The basic prices compiled by this team have been much at variance with those of the Lace and Embroidery Union. To justify these prices, the team has, with good results, already handed in a detailed cost statement of cotton yarn gloves, including crating, customs duty, and industrial and commercial taxes for the consumption of the Foreign Trade Bureau.

#### The Hog Bristle Team

Head: CHANG Hua-lien (張華聯)

Deputies: HSIN Li-shih (許禮執) and YANG Kung-tu (楊公度)

Secretaries: T'U Yen-ch'ing (屠永清) and FANG Ho-ch'in (方鵬欽)

Administration: CHANG Ch'ien-hong (張乾恆), HUANG T'ien-hsi (黃天錫)

Research: YU Li-chung (余履中), CHU Wei-yang (朱維揚)

Minison: CHEN Pao-yü (金寶玉), T'AN Huai-sun (譚懷孫)

In mid-September, the peak quotation for Chungking bristles was JIP 5.7%, for Hankow bristles JIP 6.95, for Tientsin bristles JIP 7.82, for Shanghai bristles JIP 4.8 or 5. But from late September to the end of October there were no major export transactions. The following problems are dealt with by the China Hog Bristle Corporation and the Foreign Trade Bureau:

1. Since the enforcement of the export permit system by the Foreign Trade Bureau, private hog-bristle entrepreneurs can send telegrams if they can produce invoices issued by the Chinese Hog Bristle Corporation as a result of an agreement between this Corporation and the Foreign Trade Bureau.
2. Consular invoices have been needed for hog bristles exported to the United States. Since the Chinese government has not established diplomatic relations with the U.S. and Britain, these consular invoices are not provided with the shipments.
3. We must find a way to deal with arbitration problems which arise in London and New York.
4. Hog bristles short in weight but already exported to Britain will be made up in later shipments. From now on, the weight of shipments will be taken as the weight of the hog bristles exported.
5. The Chinese Communist government encourages bartering goods with foreign countries. Transshipments may be effected in India for the bartering of hog bristles.
6. The team will discuss the problem of crating Shanghai hog bristles with a panel of persons concerned, for rectification of the supply and demand.
7. Agents of the China Hog Bristle Corporation will charge this corporation for any additional wires sent if shipments of hog bristles are delayed.
8. Agents of the China Hog Bristle Corporation will be informed early of the date of impending shipments so that they will be able to wire the importers of hog bristles to obtain insurance.
9. The China Hog Bristle Corporation will convene its third conference on hog bristles to discuss the suggestions of the members.

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The following are points for discussion by the Control Team:

1. The Foreign Trade Bureau is rectifying registration of exporters and importers, encouraging specialty trade, and preparing to issue business licenses.
2. The government considers the specialty trades as the link between private enterprises and state-operated industries. Private entrepreneurs are guaranteed legitimate profits.
3. Since the readjustment of the exchange rate from J.P. 35,000 to J.P. 31,000 to one U.S. dollar, the government has collected extensive information from traders concerning their losses as reference data for future measures.
4. The government lays much emphasis on the barter system.

Other problems:

1. To establish a white hog bristle works in Chungking.
2. To abolish the unified purchase of hog bristles in Manchuria.
3. Outstanding payments of victory bonds must be met. Only one member concern of this team has yet failed to meet the outstanding payment.
4. Invoices do not need the seal of this team.
5. Hog bristles are granted priority service in railway transportation.

The Fur and Feather Team

CHEN T'uan-shan (陳元善)

LU T'ing-shih (陸廷式)

CHANG Te-yen (張德炎)

WANG Ping-lin (王炳麟)

CHANG Kuo-wei (張國威)

YANG Jun-sheng (楊潤生)

2 other (unnamed) persons

The Egg Products Team

Head: T'ANG Ting-ch'ien (唐鼎臣)

Deputies: KAO Yu-wen (高毓文) and LU Sheng-t'ien (陸生田)

Secretary: MAO Tsu-chih (毛自齊)

Administration: T'ANG Chin-chen (唐金箴) and P'EH Tsu-yuan (貝祖遠)

Research: CHOU Ch'i-jung (周其榮) and LU T'ing-shih (陸廷式)

Haison: WANG Hsin-t'ing (王修庭)

In East China, only one egg processing factory is in operation. The following three difficulties exist for marketing egg products:

1. Charge for indirect shipment.
2. Turnover of capital in egg processing factories.

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3. The cost of eggs and labor is higher than in North China and transshipment charges are also high. The state-operated China Egg Products Corporation was asked to aid. On the grounds that the egg exporting business is dull and the cost of eggs in China is high, if the China Egg Products Corporation subsidizes this deal, some of the nation's capital will be frozen. The egg exporting business centers around Tientsin. With reduced production in eggs during this autumn, the price has increased fifty percent. But the comparatively inactive egg products business in East China will not discourage the dealers who have effected contact with their fellow-traders in Tientsin for export transshipment. British egg products importers insist on FOB Hong Kong, and the eggs exported will be received at Hong Kong with certificates indicating that the eggs have been examined and approved. North China exporters have accepted this British condition.

This team suggests that:

- a. Either our North China exporters ship their goods to Hong Kong, where the analysis and foreign exchange allotment will be dealt with, or
- b. Our exporters should try their best to make our shipment FOB a Chinese port.

Germany also imports Chinese eggs and telegrams have already been sent us for goods. But various conditions were attached to the telegrams, and negotiations are in progress.

#### Activities of Exported Items Last Week

##### 1. Silk and Crepe

###### A. Raw Silk

The production for this year is about 7,000 picul, the same as last year. But the quality this year is not as good as last year because it drizzled for many days while the cocoons were being treated. Besides, farmers reeled silk themselves at the time when the autumn cocoons were fresh and highly valued. Therefore, the production of silk filatures has been affected this year by the silk-reeling farmers.

Last week the quotations were:

Filature white silk: 30 bales, sold at £1 s12 d4 per pound, including cost, insurance, and freight CIF London.

Filature yellow silk: 15 bales sold at £1 s3 d6 per pound CIF Bombay.

Reeves: 50 115-pound boxes sold CIF Singapore.

Japanese silk filatures have increased production. From Yokohama and Kobe only, 12,167 bales were exported in September. This was an increase of 2,568 bales over those exported in August. These exported bales were mostly destined for the U.S. and Switzerland. Before World War II, the Japanese silk industry competed sharply with Chinese silk industry. Since then, Japanese silk has been displacing Chinese silk in foreign markets. If we Chinese do not catch up promptly with the Japanese, it will be unfavorable for the future of China's silk industry.

###### B. Crepe

2,434 bolts were sold last week as follows:

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1. 2 p -orgette crepe CIF Hong Kong at HK \$2.95 per yard.  
 2. 1 p -orgette crepe CIF Hong Kong at HK \$3.45 per yard.  
 3. 1 p -orgette crepe FOB Shanghai at HK \$4.00 per yard.  
 4. 1 p -orgette crepe CIF Hong Kong at HK \$2.40 per yard.  
 5. 1 p -orgette crepe de Chine CIF Hong Kong at HK \$3.625 per yard.  
 6. 1 p -orgette crepe ( 2 1/2 ) satin ex-godown Shanghai at US \$2.65 per yard.  
 7. 1 p -orgette crepe ( 1 1/2 ) satin ex-godown Shanghai at US \$5.90 per yard.  
 8. 1 p -heavy crepe FOB Shanghai at HK \$4.15 per yard.

#### III. Tea

Business is dull for foreign markets. Telegrams are numerous but offer less than the floor prices.

Only Tsum ( 1 1/2 ) (Tsumec) tea is stockpiled for export, being more in demand than Japanese and Taiwanese tea in foreign markets. In North Africa, Japanese tsumec tea is not so welcome because of its quality. According to our merchants' letters from North Africa, the size of Chinese tea bricks was different in shipments as compared with specimens for export and there were shortages of three to five percent in shipments. From now on, the Foreign Trade Bureau and the Tea Export Specialty Team will see to it that the specifications and quantity of shipments of tea for abroad tally with the prescriptions.

#### III. Fur and Feathers

1. Furs are not in demand abroad.
2. Goose wool still cannot be imported.
3. Human hair is in demand but the price is not high enough for many transactions.
4. Telegrams from abroad offer too low prices for feathers, of which there are insufficient supplies in China this year.
5. Goat fur is in season right now, but as domestic consumption accounts for only about thirty percent and the issue of export permits is being suspended, traders hope that the government will relax its control for export. The Trade Control Bureau is considering this matter.

#### IV. Embroideries

San Ha Sui ( 1 1/2 ) of Shaoxing (120-34, 30-00) had a higher bid but small supply. Bed sheets 72" by 90" at 2.45 ex-godown are under negotiation in Shanghai. Crocheted gloves are in demand for export but the supply of raw material is not sufficient. The Embroidery Team is going to hold a meeting among traders along this line and will ask the Trade Control Bureau for assistance if necessary.

#### V. Peppermint

The Peppermint Export Specialty Team is determined to call upon all peppermint producers in an effort to effect joint marketing to counteract the slashing of prices by importers abroad. Two months ago the banks suspended their loans to peppermint dealers, so the peppermint producers and exporters cannot sell their goods. And war clouds abroad have been raising the price of peppermints. Foreign importers try to secure more goods, including peppermint. Therefore, in the past week the market situation for peppermint was quite good.

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## VI. Tung Oil

The price of tung oil is rising. Tung oil has to be transshipped via Shanghai and is not available yet for direct export. The Far East Oil Export Speciality Team expects to establish a transshipment station at Hankow for transshipments for Tung Kung along the Canton-Hankow Railway. This measure has been approved by the Trade Department of the Central-South Military and Political Commission. The problems of tax levies, procurement, and money exchange are still under discussion.

## VII. Cereals

The situation has improved compared with last week. Owing to difficulties of transportation and the fact that the banks have suspended their loans to the packers of cereals, however, the export situation will not improve within a short period.

Last week, raw shell-less peanuts were under negotiation to some extent for export via Tsingtao.

Early in the Korean War, foreign importers rushed to purchase goods at high prices. In the past two months, this mood has subsided because of saturation in capacity. Consequently, tea, menthol crystals, and tung oil are valued at prices below those agreed upon among the Chinese exporters. But there are some irregular exporters, especially of foreign nationalities, who indulge in exporting their goods according to the prices agreed upon with foreign importers, who purchase these goods at prices lower than those agreed upon among Chinese exporters. But these foreign importers will make up what these exporters have lost by compensation payment. The Trade Control Bureau has now focused its attention on such irregularities and is planning steps to outlaw them in order to conserve foreign exchange for China and to protect the legitimate interests of the exporters.

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Comment. The unit size was not indicated.

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